

Message Text

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ACTION EUR-25

INFO OCT-01 ISO-00 EURE-00 ACDA-19 MC-02 EB-11 COME-00

TRSE-00 OMB-01 PM-07 NSC-07 SP-03 SS-20 RSC-01

CIAE-00 INR-10 NSAE-00 L-03 IGA-02 SAJ-01 PRS-01

DRC-01 /115 W

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P R 171612Z JUN 74

FM AMEMBASSY OSLO

TO SECSTATE WASHDC PRIORITY 8348

SECDEF PRIORITY

INFO AMEMBASSY BONN

AMEMBASSY BRUSSELS

AMEMBASSY COPENHAGEN

AMEMBASSY LONDON

AMEMBASSY PARIS

AMEMBASSY THE HAGUE

USMISSION NATO

USNMR SHAPE

USCINCEUR

C O N F I D E N T I A L 2382

E.O. 11652: GDS

TAGS: MASS, BEXP, NO, NATO

SUBJECT: AIRCRAFT REPLACEMENT

REF: BRUSSELS 3511

1. IN CONVERSATION JUNE 17 WITH EMBOFF AND MAAG OFFICER, CHAIRMAN OF FOUR-NATION STEERING COMMITTEE AND CHIEF OF MATERIAL FOR NORWEGIAN MINISTRY OF DEFENSE, GENERAL HAMRE, REVIEWED STATUS OF AIRCRAFT REPLACEMENT ISSUE AND GAVE HIS IMPRESSIONS OF COMMITTEE'S RECENT RIP TO FRANCE.

2. ON SUBSTANCE OF FRENCH OFFER, HAMRE WOULD NOT
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DISCUSS SPECIFICS BUT INDICATED THAT FRENCH GOVERNMENT

IS PREPARED TO ABSORB 100 PERCENT OF NON-RECURRING COSTS FOR ENGINE AND MORE THAN 50 PERCENT OF AIRFRAME R&D EXPENDITURES. HIGHLY IMPRESSED WITH WHAT HE TERMED "FORTHRIGHT, BUSINESS-LIKE AND LOW-KEY" TREATMENT IN FRANCE, HAMRE STRESSED IMPACT ON COMMITTEE MEMBERS OF FRENCH GOVERNMENT GUARANTEES, CLOSE COOPERATION AMONG "COMMON MARKET INDUSTRIES" INVOLVED AND ATTRACTIVENESS OF FRENCH CONSORTIUM/OFFSET PROPOSALS.

3. HAMRE MENTIONED THAT FRENCH HAD ONLY ONE WEEK TO PREPARE REPLIES TO LIST OF QUESTIONS (REFTEL) BUT ALL SUBJECTS ON CHECKLIST WERE ANSWERED DIRECTLY AND TO COMPLETE SATISFACTION OF FOUR-NATION TEAM.

4. RE ATMOSPHERICS, HAMRE WAS FULL OF PRAISE FOR FRENCH HOSPITALITY WHICH INCLUDED TRANSPORTATION TO AS WELL AS WITHIN FRANCE PLUS ALL MEANS AND HOTEL ACCOMMODATIONS. HE NOTED WISTFULLY THAT U.S. HAD WITHDRAWN OFFER OF LOW-COST TRANSPORTATION FOR TEAM FROM EUROPE TO U.S. AND RELATED SEVERAL FACETIOUS COMMENTS PROPTED BY ABRUPT TURNABOUT IN U.S. PLANS. HAMRE ALSO CAUTIONED AGAINST EXCESSIVE FLAG WAVING AND AGGRESSIVE SALESMANSHIP DURING U.S. PORTION OF TRIP. THE MEMBERS OF THE COMMITTEE WILL BE LOOKING FOR SERIOUS DISCUSSION BACKED UP BY CONCRETE OFFERS, HAMRE SAID.
BYRNE

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